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- GRAY SCALE DOCUMENTS

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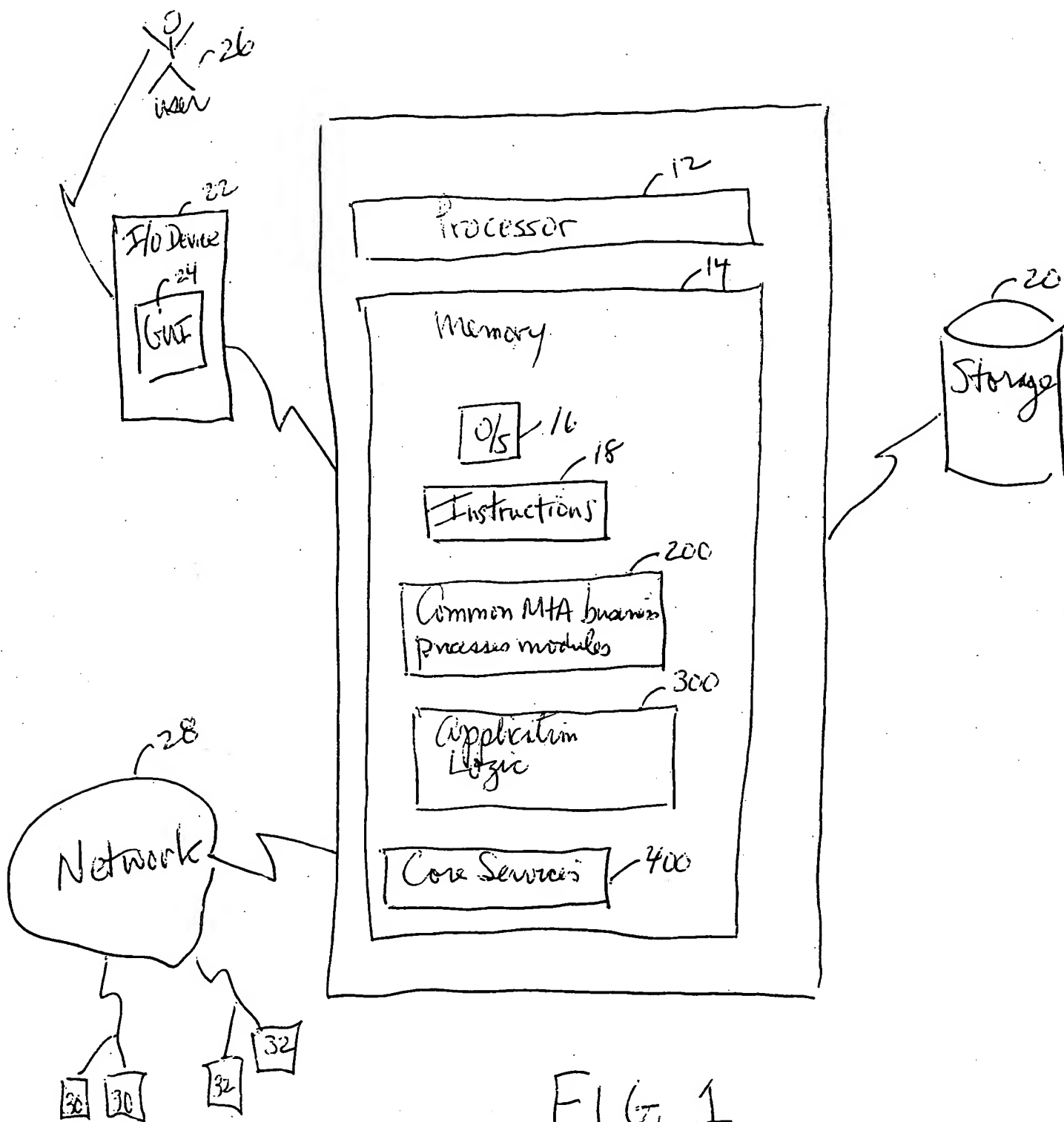


FIG. 1

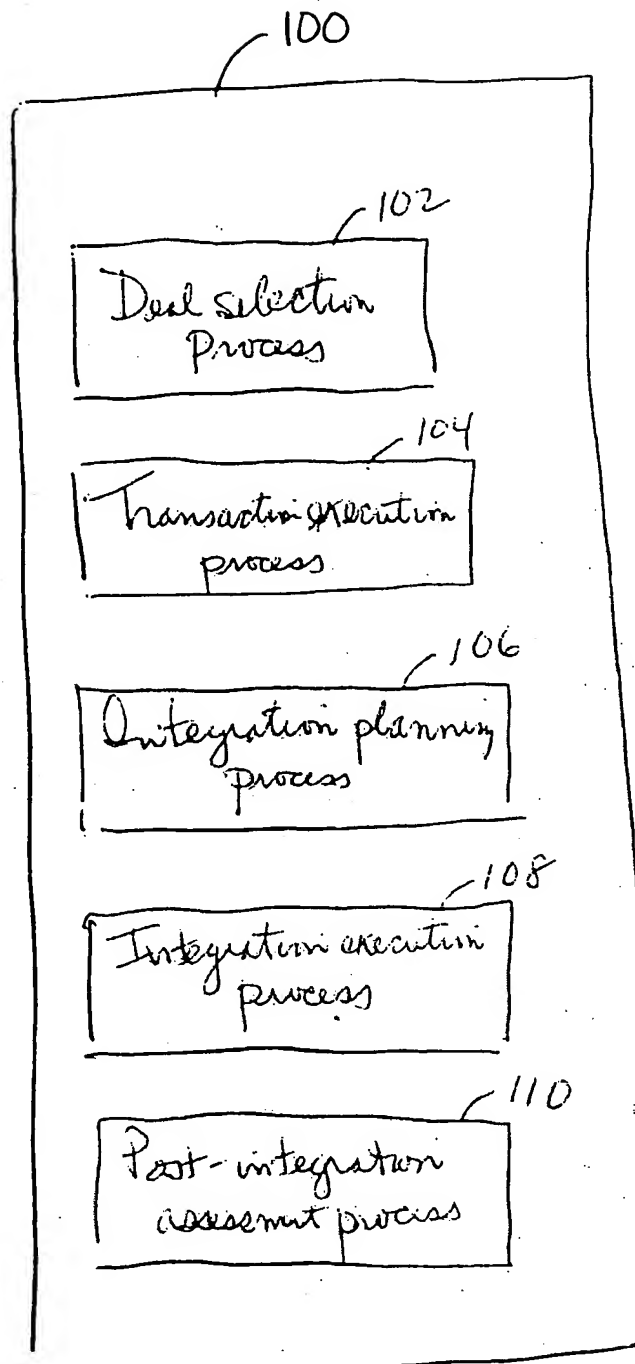


FIG. 2

500

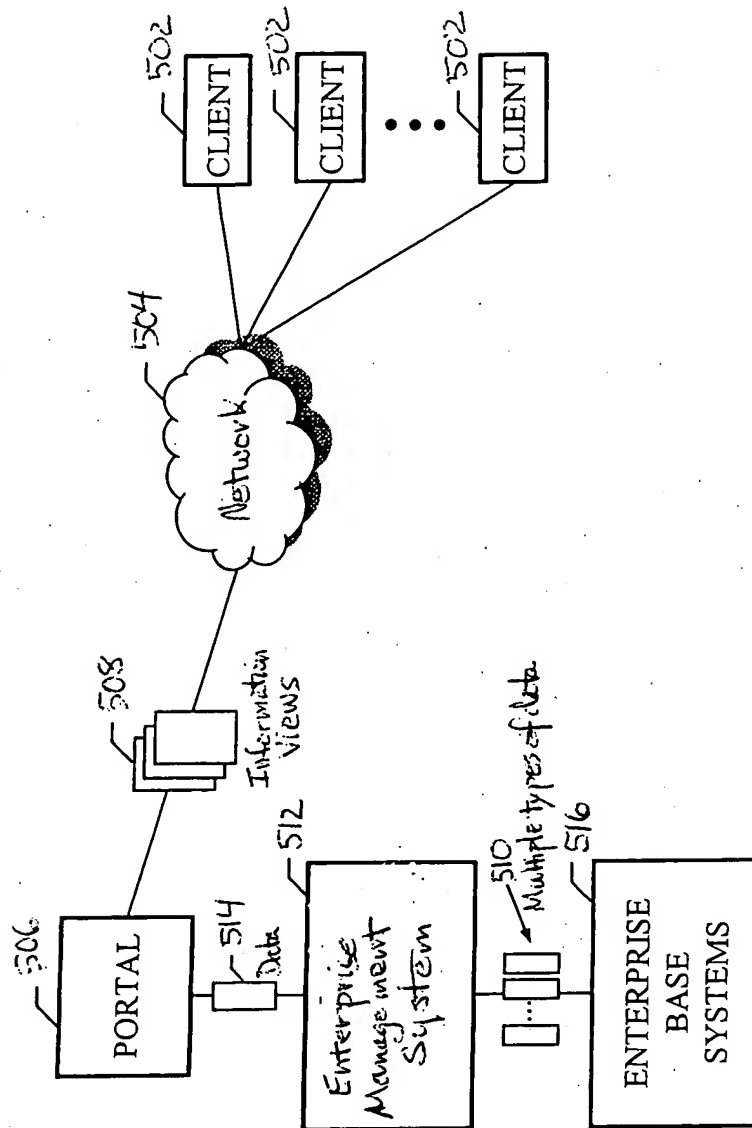


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 Personalization,  
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F16.6

1208 1400 1432

Marine Systems Inc.

Deals Menu

Filters: | Advanced

Actions 1411

View my Calendar

Organize a Meeting

Upload Files

Edit Subscription Preferences

Re-assign This Deliverable

Deliverable Help

Contextual Tools 4/6

IT Talent Identification & Retention

IT Standardization Assessment

IT Budget Estimator

Candidate Team

Add Members

Jack Black (650) 555-1212

Donna Simone (415) 666-2323

Norman Ballard (804) 309-3243

Kal Ma (501) 662-3332

Perry Svinisa (323) 228-5014

1409

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Deal Research

Employee Info

Home • Deals

View: My Deliverables

HELP

Welcome, Norman Ballard

Personalize

My Assigned Deliverables - 1430

Name - 1432

Task Force - 1434

Assigned By - 1436

Due Date - 1437

Status - 1438

Name	Task Force	Assigned By	Due Date	Status
IT Infrastructure (1)	Steering Committee	Christopher Jacobs	July 28, 2002	On Schedule
Facilities Management Plan	Steering Committee	David Adams	August 16, 2002	On Schedule
IT Rollout Schedule	Steering Committee	Christopher Jacobs	September 20, 2002	Not Started

My Requested Deliverables - 1440

Name

Special Network Landscape (2)

North American Network

Taiwan Network

Official Head Count for Global IT

Facilities list (UK)

Organizational model

Task Force

Operations

Operations

Operations

Human Resources

Operations

Steering Committee

Requested From

Mike Powers

Mike Powers

Li Wang

Martin Ellis

Jill Barber

Will Marks

Due Date

July 15, 2002

July 19, 2002

July 19, 2002

Mary Earnes

Carl Williams

David Adams

Status

Off Schedule

Off Schedule

Complete

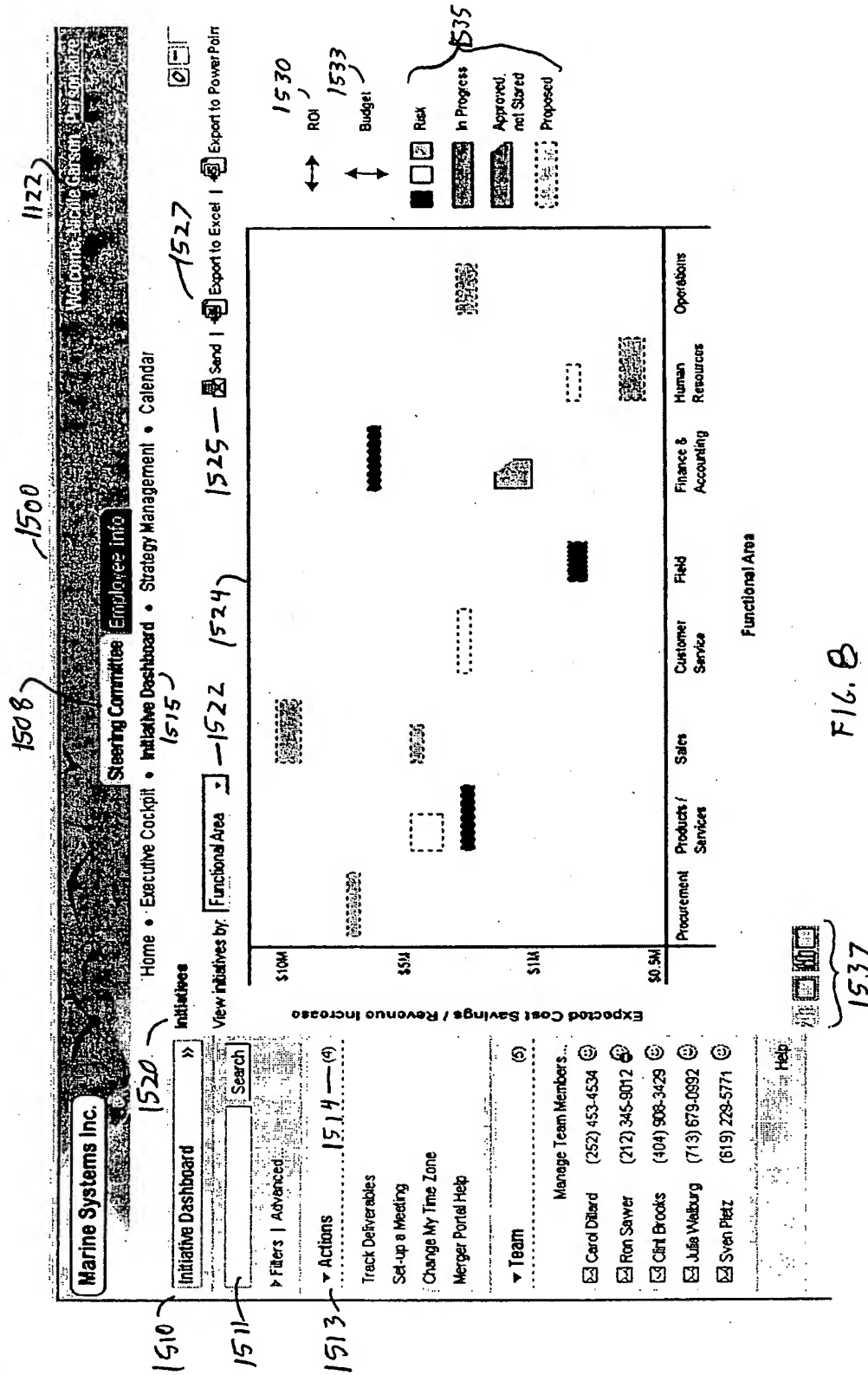
On Schedule

On Schedule

Off Schedule

F16.7





Expected Cost \$		Functional Area					Expected Cost Savings / Revenue Increase (\$)		ROI (%)	
SIM		Procurement	Products / Services	Sales	Customer Service	Field	Finance & Accounting	Human Resources	Operations	
1540 / 1541 / 1539		1542 / 1543 / 1544					1545 / 1546		1547 / 1548	
Functional Area (Initiatives)		Risk					Strategic Objective		Cost / Headcount	
▼ Procurement (1)		Low					Cost Savings		18,980,500 / 1,700,000 / 2	
Global SCM Solution -1560									18,980,500 / 1,700,000 / 2	
▼ Products/Services (2)		Medium					Cost Savings		7,980,500 / 680,500 / 1	
Collateral Reproduction		High					Revenue Increase		4,980,500 / 500,000 / 1	
Service Bundle									2,770,000 / 180,500 / 0	
▼ Sales (2)		Low					Cost Savings		8,090,000 / NA / 0	
Market Consolidation		Low					Revenue Increase		3,010,000 / NA / 0	
Customer Channels Realization									5,080,000 / NA / 0	
▼ Customer Service (1)		Low					Revenue Increase		5,080,700 / 200,000 / 2	
Upgrade Services									5,080,700 / 200,000 / 2	
▼ Field (1)		Low					Revenue Increase		3,981,000 / NA / 0	
Customer Acquisition									3,981,000 / NA / 0	
▼ Finance & Accounting (2)		High					Cost Savings		2,000,500 / 128,800 / 1	
Financial System Consolidation		Low					Cost Savings		730,500 / 108,800 / 1	
Process Re-engineering									1,270,000 / 120,000 / 0	
▼ Human Resources (2)		Low					Revenue Increase		307,500 / NA / 0	
Operations Expansion									580,000 / 580,000 / 1	
									580,000 / 105,000 / 1	

Fig. 9

FIG. 10

1191 F

Fig. 12

1142

2000

2008

Marine Systems Inc.

2035

Operations Files

2030

Merger Team Files

2050

Actions

2055

Schedule a new meeting

Synchronize with Outlook

Help with Calendar

2060

Team

Manage Team Members...

Carol Ollard (252) 453-4534

Ron Sawyer (212) 345-9012

Chad Brooks (404) 908-3429

Julia Walburg (713) 679-0992

Sven Platz (619) 229-5771

My Meetings

Sync Outlook... | View Calendar...

02/05/03 Milestone 1 (Atlanta)

02/08/03 Milestone 2 (Video Conf...)

02/09/03 Milestone 3 (San Diego)

02/15/03 Milestone 4 (Atlanta)

02/19/03 Milestone 5 (Paris)

Home • Briefing Book • File Sharing • Discussion • Calendar • Deliverables

Operations Task Force Files

2040

Folders In Operations Task Force

Merger Team

Details | New Folder

General Relevant Info

Info Sessions

Details | Delete

Town Hall Meetings

Details | Delete

WIP Shared

Details | Delete

Integration Survey

Milestones and SCMs

Details | Delete

Documents: Operations Task Force

New File | New Text File | New Link

2070

Global telephone list Offshore-Speedial.xls -2060

Offshore Info Session 6-2-2002.pptl -2065

Offshore plants US.gif

Speedial site map San Diego.gif

Team Contacts.pptl

Name

Modified

Size

2/19/02 10:06:31 AM 125.5 KB See Also | Details | Delete

4/2/02 8:53:49 AM 1.1 MB See Also | Details | Delete

2/7/02 2:19:16 PM 85 KB See Also | Details | Delete

2/7/02 2:05:37 PM 320.5 KB See Also | Details | Delete

2/27/02 6:03:42 AM 131.5 KB See Also | Details | Delete

Welcome, Ted Williams | Personalize

Procurement Task Force | Employee Info

Search

Show Options

Fig. 13

FIG. 14

**Marine Systems Inc.**

Home • Briefing Book • File Sharing • Discussion • Calendar • Deliverables

### Merger Team Calendar

Monthly Calendar June 2002

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
22						1
23	3	4	5 SAPPHIRE 2221	6	7	8
24	10	11	12	13	14	15
25	17	18	19 Institute ... Business	20 HP B2E Rea...	21	22
26	24	25	26	27	28	29
26	30					

22.10 My Calendar

22.12 Operations Calendar

22.16 Merger Team Calendar

22.40 Manage Team Members...

- ☒ Carol Dillard (252) 453-4534
- ☒ Ron Sawyer (212) 345-9012
- ☒ Chrl Brooks (404) 908-3429
- ☒ Julia Waburg (713) 679-0992
- ☒ Sven Pielz (619) 228-5771

22.30 My Meetings

- Sync Outlook... | View Calendar...
- 02/05/03 Milestone 1 (Atlanta)
- 02/08/03 Milestone 2 (Video Conf...)
- 02/08/03 Milestone 3 (San Diego)
- 02/15/03 Milestone 4 (Atlanta)
- 02/19/03 Milestone 5 (Paris)



1142

2300

2308

Marine Systems Inc.

2320

»

Deliverables Menu

Search

Filters | Advanced

Actions

Manage Deliverables

Manage Initiatives

Assign Open Teams

Open Issue Resolution Request

Deliverables Portfolio Help

Home

Briefing Book

File Sharing

Discussion

Calendar

Deliverables

Procurement Task Force

Employee Info

Welcome, Nir Williams

Personalize

2315

HELP

My Deliverables

My Assigned Deliverables - 2330

Title - 2332

Baseline of Contained Spending - 2350

Deception Plan - 2355

Existing Organizational Structures - 2360

Assess Current Capabilities - 2365

Material Synergies - 2370

My Requested Deliverables - 2340

Title

You currently have no requested deliverables

2333

2337

2339

Task Force

Due Date

Status

Project Management

November 1, 2003

Not Started

Project Management

July 7, 2003

Not Started

Project Management

April 14, 2003

Not Started

Project Management

September 23, 2003

Not Started

Project Management

March 12, 2003

Not Started

Assigned By

John Smad

Kevin Dillard

Don Moor

Joe Green

Carol Dillard

Fig, 16

2401  
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2403  
2404  
2405  
2406  
2407

Marine Systems Inc.

Overview

Filespace

Methodology

Research and Reports

Log

Search

Filters | Advanced...

2408

2409

Actions

Create Sub-deliverable

Create Issue Resolution Request

Communicate Decisions

Reassign this deliverable

2411

Team

2412

Manage Team Members...

☒ Jack Black (252) 555-1212

☒ Donna Simone (252) 555-1212

☒ Norman Ballard (252) 555-1212

☒ Kai Ma (252) 555-1212

Help

2416

Home • Briefing Book • File Sharing • Discussion • Calendar • Deliverables

Procurement Task Force

Employee Info

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FIG. 17

Marine Systems Inc.

24/6

Home • Briefing Book • File Sharing • Discussion • Calendar • Deliverables

Procurement Task Force

Employee Info

OverView

Filespace

Methodology

Research and Reports

Log

Search

Flats | Advanced

Actions

Team

Manage Team Members

Jack Black (252) 555-1212

Donna Simone (252) 555-1212

Norman Ballard (252) 555-1212

Kai Ma (252) 555-1212

Help

Deliverable: Material Synergies

see details...

Messages

U.S. Material procurement renegotiations failed... (1:56pm, 11/18/02, Jack Black)

Spe

Use

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Syn

Risk

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What's New

Final decision on "Strategic Materials" Copper and Gold. The final decision is based on a vote of 8 vs. 3 and an evaluation of

Source

Regional Consolidation (Subdeliverable)

2505

Created By: Norman Ballard

Value Identified: -2507

Financial Impact: \$1,300,000 (see details: Calculation Sheet.xls)

Synergy Title: Supplier Consolidation

Description: About 60% of the raw materials should be similar to the currently used ones at Marine sys. On avg. marine has 10% discount over Speedial.

Date Created: November 02, 2002

Time Frame: 1 year out

Addressed to Deliverable: Procurement / Materials Synergy

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FIG. 20

Offshore Systems Inc.  
Merger and Acquisition System

Pre-Deal Research

Home | Deals

Deal: Pro-Sailing Outfitter  
Candidate: Speedial Inc.

2820

Financial Checklist  
Operations Checklist  
Candidate Profile  
Research and Reports  
Meetings  
Synergies and Risks Summary  
Actions  
• Export deal sheet to PowerPoint

1132  
Welcome: Norman

Jump to Candidate

Candidate: Speedial Inc.: Financial Due Diligence Checklist: Procurement Assessment -2810

Owner: Norman Ballard -1132  
Other Contributors: Jack Black, Donna Simone -2817

Description: Document large procurement synergies and risks. This process helps determine the value of the company and get a first look at the over all cost savings expected from a potential equation. -2818

Net Financial Impact: -2819  
\$1.30 M -2840 2841 2842 2845

Add New Synergy? Add New Risk? Add New Deal? View

Type: Risk  
Title: 2831  
Only one supplier of key parts  
United Fasteners Contract renegotiation  
Added By: Norman Ballard  
Financial Impact: NA  
NA  
\$1.30 M  
2833

- Related Research -2850
- Legal -2852
    - Legal Due Diligence Document
  - Accounting -2854
    - Financial Balance Sheet
    - Statement of Cash Flow
    - Internal Budget and Forecast
    - Accounts Payable
  - Commercial -2856
    - Suppliers and Customers
      - Supplier contracts.doc -2866
      - customer\_initialed.doc
      - customer\_report.doc (C)
      - Procurement Items List and Pricing
      - Supplier's Credit Terms
    - Internal Data -2858
      - Supplier Pricing
      - Sample Procurement Reports

FIG. 21

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Candidate: Speedial Inc. Financial Due Diligence Checklist: Procurement Assessment Document: supplier contract.doc

1 Sensitive information: clean room only!

**Supplier Procurement Contract**  
James Lawson, AIRE  
Sep 24, 2000

**Scope**  
We note that this contract is limited to rules regarding information disclosure, contract formation, cancellation and reimbursement rights. Other issues that should be addressed in the context of internet sales to consumers include:

- liability and consumer rights to redress in the event of unauthorized online transactions (e.g., where the supplier fails to authenticate the identity of the purchaser),
- liability in the event of failures in security mechanisms (e.g., theft of electronic signature)
- validity of subsequent electronic notices (e.g., regarding a service purchased online) which were not actually received by the consumer (e.g., because internet access has been discontinued or interrupted)

In each of these cases, consumers need protection. Specifically, they need protection from liability where the supplier failed to properly authenticate the identity of the purchaser, where an authentication or other security mechanism failed due to no fault on the consumer's part, and where an electronic notice was never actually received by the consumer, regardless of the provisions of any sales contract.

**Information Disclosure**

**Work flow**  
Dean Stilling has requested that you approve the contents of this document.  
Comments: 2925  
Hey Norm: Tell me if you think this is enough detail to move forward at this point.  
Dean

**Document Actions**  
- Attach a comment  
- Create a request for more info  
- Start co-browsing session  
- Email comments with link

**Checklist Item Actions**  
- Create Synergy: 2955  
- Create Risk: 2957  
- Create Task: 2970

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FIG. 22

F16.23

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